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ABSTRACT

The six New Hampshire Vocational-Technical Colleges (NHVTC's) and the New Hampshire Technical Institute (NHTI) offer collegiate education for direct employment in business, industry, health, and service-related fields. The state system graduated 1,074 students from 46 different programs in 1981-82, and as of November 1, 1982, 78% of these graduates were gainfully employed. Of the employed graduates, 92% were working in a job related to their college program and many had obtained their positions through the colleges' lifetime placement services. The majority (77%) of the employed graduates had accepted jobs in New Hampshire, and their reported salaries averaged $12,697. The bulk of the placement report consists of tables covering: (1) full-time day programs offered, by college; (2) employment/educational status of 1981-82 graduates as of November 1, 1982; (3) starting salaries for NHTI and system graduates, by program; (4) status of NHTI and NHVTC graduates, by program; (5) four-year colleges that NHTI and NHTVC graduates planned to attend; (6) typical job entry titles of graduates; (7) relationship of employment to major, by college; (8) in-state/out-of-state employees, by college; and (9) commuting patterns. In addition, the report contains information on extension services and a list of employers who interviewed system graduates. (HB)

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GRADUATES PLACEMENT REPORT

ED227894

1982

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NEW HAMPSHIRE TECHNICAL INSTITUTE
and
NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGES

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12/21/82
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1982 ANNUAL SUMMARY
PLACEMENT OF GRADUATES

The Post-Secondary Division of the New Hampshire State Department of Education administers the New Hampshire Technical Institute in Concord and the six New Hampshire Vocational-Technical Colleges in Berlin, Claremont, Laconia, Manchester, Nashua, and Portsmouth. These public, two-year institutions are supported by State funds, student tuition, federal grants, and other miscellaneous revenues.

The Vocational-Technical Colleges and the New Hampshire Technical Institute offer collegiate education preparing women and men for direct employment in business, industry, health and service related fields. Classroom instruction is supplemented with laboratory, shop, and clinical experiences. Instruction includes English, mathematics, science, and social sciences. Emphasis at the Technical Institute is placed upon higher mathematics, physical science, technical subjects, and laboratory techniques. At the Vocational-Technical Colleges the emphasis is on planned practical experience with equipment used in business, industry, and the health fields. All allied health science programs include affiliation with appropriate medical facilities.

Depending upon program, Associate Degrees, Diplomas or Certificates are awarded to graduates of the Colleges and the Institute. All seven institutions are members of and accredited by the New England Association of Schools and Colleges. All seven institutions are approved for Veterns benefits. All health programs within the system are fully accredited by appropriate organizations and several institutions have individual program accreditation. All institutions are authorized under federal law to enroll non-immigrant alien students.

FULL TIME DAY PROGRAMS

All programs lead to an Associate Degree except those listed as (1-year)

	Concord	Berlin	Claremont	Laconia	Manchester	Nashua	Portsmouth
TECHNICAL & INDUSTRIAL PROGRAMS							
Applied Computer Technology						X	
Architectural Engineering Technology	X						
Auto Body						X	
Automotive Services		X			X	X	X
Building Construction					X		
Culinary Arts (1&2 year)		X					
Drafting		X	X	X	X	X	X
Electronic Engineering Technology	X						
Fire Protection				X			
Graphic Arts				X			
Heating,Ventilation,Air Conditioning					X		
Internal Combustion Engines				X			
Industrial Electricity		X	X	X	X		
Industrial Electronics		X	X	X	X		X
Machine Tool Processes		X			X	X	X
Mechanical Engineering Technology	X						
Natural Resources Management		X					
Residential Electricity (1-year)				X			
Truck,Bus,Diesel						X	
Welding					X		
BUSINESS PROGRAMS							
Accounting		X				X	
Business Administration	X						
Electronic Data Processing	X						
Marketing Management						X	
Mid-Management		X					
Secretarial (1&2 year)		X	X	X		X	
HEALTH PROGRAMS							
Alcohol Counseling (1-year)	X						
Dental Assistant (1-year)	X						
Dental Hygiene	X						
Emergency Health Care	X						
Health Science	X						
Medical Assistant (1-year&2-year)			X				
Medical Laboratory Technician			X				
Medical Records Technician			X				
Mental Health & Human Services	X						
Nursing (ADN)	X						
Occupational Therapy Assistant			X				
Physical Therapy Assistant			X				
Practical Nursing (1-year)		X	X				X
Radiologic Technology (X-Ray)	X						
Respiratory Therapy			X				
Special Programs (non-degree)							
Pre-Tech	X						
Special Services Program (for the Handicapped)			X				

The College/Institute System graduated 1074 students from 46 different programs at the completion of the 1981-1982 academic year. Despite a deepening national recession, job placements for our graduates continues to be excellent.
94% of our graduates were satisfactorily placed as of November 1 (discounting the 5% whose status could not be determined and the 1% who were not seeking employment.)

Of the 1074 graduates, 843 or 78% were gainfully employed. It is highly significant that 92% of these employed graduates were working in a job directly or closely related to the program they studied at their college or institute.
Many positions were obtained as a result of contacts between students and potential employers, arranged and fostered by the lifetime placement service provided at each institution. Others resulted from continuation of former or current work-related associations. A glance through the last pages of the report quickly confirms that New Hampshire and New England business and industry is very interested in this System's graduate who is well prepared for immediate employment in skilled and semi-professional occupations.
Full time civilian employment is not the goal pursued by all our System's graduates. Additional collegiate education,military service, marriage, etc. are opportunities chosen by a significant portion of the graduates. 96 or 9% continued their education and one graduate joined the Armed Forces.

The graduates of the Institute/College System have always shown a decided preference to attend college, work, and live in New Hampshire and commute to their jobs from their home towns if at all possible.

The Institute/College System, which receives considerable assistance from State revenues, is thus able to return to New Hampshire human resources which, in turn, help support the State and the local communities.

Of those graduates accepting employment, 77% accepted jobs in New Hampshire (Table VII) and 81% indicated they commute to their new job from the town listed as their residence when they began their college or institute program. (Table VIII)

Salary data for the 1982 graduating class is listed on Table IX. Average job entry salaries increased slightly compared to last year's average. It is estimated that all employed graduates will have a total gross dollar earning power of approximately $10,348,055 during their first year of employment.

Table X lists the business, industry, and health organizations whose representatives interviewed graduates, as well as those actually employing them. The list is long and impressive in terms of the diversity of business, industrial firms, and health services as well as its' wide geographical distribution. It is also indicative of the interest that employers have in the System's graduates.

TABLE I

New Hampshire Post-Secondary Vocational-Technical Education System
Status of June 1982 Graduates as of November 1, 1982

INSTITUTiON	Number of Graduates	Employed Full Time	Employed Part Time	Continuing Education	Armed Forces	Seeking Employment	Not Seeking Employment	Status Unknown
NHTI Concord	357	270	9	50	1	17	1	9
NHVTC Berlin	174	124	8	15	0	22	2	3
NHVTC Claremont	138	98	4	13	0	19	4	0
NHVTC Laconia	90	63	0	6	0	2	1	18
NHVTC Manchester	117	97	0	4	0	4	3	9
NHVTC Nashua	90	70	0	4	0	1	0	15
NHVTC Portsmouth	108	93	6	4	0	5	0	0
Total	1074	815	27	96	1	70	11	54
Percent	100%	76%	2.5%	9%	0	6.5%	1%	5%

NEW HAMPSHIRE TECHNICAL INSTITUTE - CONCORD

The New Hampshire Technical Institute graduated 357 seniors; 270 had accepted full time employment as of November 1, 1982. Of these, 219 or 81% (Table VII) are employed within the state and 212 or 79% (Table VIII) are able to commute to work from the community they listed as their place of residence when they entered the Institute. 266 or 99% were employed in their major or a closely related field.

Although Institute programs are designed to prepare students for immediate employment upon graduation, some graduates have always indicated a desire to continue their education on a full time basis. This year 50 graduates, approximately 19% of the class have reported that they will continue in full time educational programs (Table II).

The average starting salary for graduates employed full time by program is as follows: (Table IX)

Architectural Engineering Technology	$13,538
Electronic Engineering Technology	$15,481
Mechanical Engineering Technology	$15,006
Business Administration	$11,643
Electronic Data Processing	$13,974
Alcohol Counseling	$12,840
Associate Degree Nursing	$14,491
Dental Assistant	$ 9,110
Dental Hygiene	$14,662
Emergency Medical Care	$15,927
Health Science	$14,493
Mental Health	$12,093
General Associate in Science	$16,975
Radiologic Technology	$12,735
Institutional Average	$13,892

The entry job titles, listed by graduates in Table III, indicate employment consistent with the educational goals and objectives of the New Hampshire Technical Institute.

TABLE II

NEW HAMPSHIRE TECHNICAL INSTITUTE - CONCORD
Status of 1982 Graduates by Program as of November 1, 1982

	PROGRAM OF STUDY													
	AC	AET	BA	DA	DH	EDP	EET	EMC	GAS	MET	MH/HS	NU	XRA	TOTAL
Number Graduated	8	20	29	16	20	16	48	25	5	23	36	84	27	357
Employed Full Time	3	14	21	13	13	13	32	22	5	12	21	76	25	270
Employed Part Time	0	0	2	1	1	0	0	0	0	0	3	2	0	9
Continuting Education Full Time	4	6	4	1	2	1	13	3	0	4	10	2	0	50
Armed Forces	0	0	0	0	0	1	0	0	0	0	0	0	0	1
Seeking Employment	0	0	2	0	3	0	2	0	0	6	1	2	1	17
Not Seeking employment	1	0	0	0	0	0	0	0	0	0	0	0	0	1
Status Unknown	0	0	0	1	1	1	1	0	0	1	1	2	1	9

AC - Alcohol Counseling
AET - Architectural Engineering Technology
BA - Business Administration
DA - Dental Assisting (1 year)
DH - Dental Hygiene
EDP - Electronic Data Processing
EET - Electronic Engineering Technology
EMC - Emergency Medical Care
GAS - General Associate in Science
MET - Mechanical Engineering Technology
MH/HS - Mental Health/Human Services
NU - Associate Degree Nursing
XRA - Radiologic Technology

TABLE II (continued)

The 50 Technical Institute graduates planning to continue their education indicated that they planned to attend the following colleges and universities:

Antioch College
Keene, N.H.

Franklin Pierce College
Rindge, N.H.

Lesley College
Cambridge, Mass.

New England College
Henniker, N.H.

New Hampshire College
Manchester, N.H.

Northeastern University
Boston, Mass.

New Hampshire Technical Institute
Concord, N.H.

Northern Essex Community College
Haverhill, Mass.

Keene State College
Keene, N.H.

Plymouth State College
Plymouth, N.H.

Roger Williams College
Bristol, R.I.

Southeastern Massachusetts University
Dartmouth, Mass.

Spalding College
Louisville, Ky.

University of Boulder
Boulder, Colo.

University of Lowell
Lowell, Mass.

University of New Hampshire
Durham, N.H.

University of Southern Maine
Gorham, Me.

University of Southern Maine
Portland, Me.

William Patterson College
Wayne, N.J.

TABLE III

NEW HAMPSHIRE TECHNICAL INSTITUTE

Typical Entry Job Titles of Graduates Employed Full Time

Alcohol Counselor
Alcoholism Detox Counselor
Appliance Electrician
Architectural Drafter
Architectural Engineering Technician
Assistant Director
Assistant Engineer
Assistant Manager
Assistant Program Coordinator
Audit Editor
Bank Teller
CAD Operator
Captain- Fire Dept.
Carpenter
Certified Dental Assistant
Computer Design Technician
Counselor
Dental Assistant
Dental Hygienist
Department Head
Drafter
Drafting Checker
Electronic Technician
Electronics Engineering Technician
Electronics Office Equipment Tech.
Emergency Medical Technician
Engineering Technician
Field Service Engineer
Firefighter
Graduate Nurse
Hardware Support Technician
Health Worker
Imprinter
Inventory Control
Junior Planning Engineer
Linesman
Machine Operator
Management Trainee
Medical Technician
Mental Health Worker
Nurse's Aide
Order Assistant
Paramedic
Personnel Representitive
Pharmacist Assistant
Placement Service Manager
Producation Manager
Programmer
Programmer/Analyst
Psychiatric Staff Nurse
Quantity Verification Tech.
Radiologic Technician
Registered Nurse
Repair Technician
Salesperson
Secretary
Senior Tech. Engineering Lab.
Special Education Tutor
Staff Nurse
Staff Radiologic Technologist
Supervisor of Data Entry
Surgical Assistant
Technical Associate
Test Specialist
X-Ray Technician

NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGES
BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA, POARTSMOUTH

The New Hampshire Vocational=Technical Colleges had 717 graduates in 1982. As of November 1, 1982, 545 or 76% had accepted full time employment. 407 or 75% of these are employed within the state of New Hampshire and 83% are able to commute to work from the community they listed as their place of residence when they entered the college. 487 or 89% of the graduates indicated that they were employed in their major or a closely related field.

This year 46 Vocational Technical College graduates, or over 6% of the class plan to continue their education on a full time basis (Table IV) continuing a well established trend.

The job titles listed by graduates in Table V again indicate employment consistent with the educational goals and objectives of the New Hampshire Vocational-Technical Colleges.

TABLE IV

NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGES
BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA,PORTSMOUTH

Status of 1982 Graduates by Program as of November 1, 1982

Status	AB	ACC	ACT	AS	BC	CA	D	FP	GA	HRA	ICE	IEO	IEY	IT	MA	MDM
Graduated	5	27	15	43	13	25	63	11	22	14	12	83	44	9	13	10
Employed Full Time	3	17	14	38	11	19	52	8	13	12	9	61	30	5	12	5
Employed Part Time	0	2	0	0	0	1	0	0	0	0	0	2	1	1	0	0
Continuting Education	0	1	0	2	2	4	3	2	2	0	1	3	4	1	1	3
Seeking Employment	0	4	0	1	0	0	4	0	2	0	0	6	4	2	0	2
Not Seeking Employment	0	0	0	0	0	0	3	0	0	1	0	1	1	0	0	0
Status Unknown	2	3	1	2	0	1	1	1	5	1	2	10	4	0	0	0

AB	Auto Body	GA	Graphic Arts
ACC	Acounting	HRA	Heat.Refriger. Air Cond.
ACT	Applied Computer Tech	ICE	Internal Comb. Engines
AS	Auto Service	IEO	Ind. Electronics
BC	Building Construction	IEY	Ind. Electricity
CA	Culinary Arts	IT	Interpretor Tutor
D	Drafting	MA	Medical Asst.
FP	Fire Protection	MDM	Mid Management

TABLE IV (continued)

New Hampshire Vocational-Technical Colleges
Berlin, Claremont, Laconia, Manchester, Nashua, Portsmouth

STATUS OF 1982 GRADUATES BY PROGRAM AS OF NOVEMBER 1, 1982

STATUS	MLA	MLT	MM	MRT	MTP	NRM	OTA	PN	PTA	RE	RT	SS	OYS	TBD	W	SSP	TOTAL
Graduated	6	7	8	5	55	20	12	96	12	11	7	39	4	11	10	5	717
Employed Full Time	0	7	3	5	48	16	10	83	10	8	7	21	1	7	8	2	545
Employed Part Time	0	0	0	0	0	1	0	6	0	0	0	4	0	0	0	0	18
Continuting Education	6	0	1	0	4	0	0	1	0	0	0	2	1	0	1	1	46
Seeking Employment	0	0	1	0	2	2	2	5	2	0	0	9	2	0	1	2	53
Not Seeking Employment	0	0	0	0	0	1	0	1	0	0	0	2	0	0	0	0	10
Status Unknown	0	0	3	0	1	0	0	0	0	3	0	1	0	4	0	0	45

MLA	Medical Laboratory Assistant	PTA	Physical Therapy Assistant
MLT	Medical Laboratory Technician	RE	Residential Electricity
MM	Marketing/Management	RT	Respiratory Therapist
MRT	Medical Records Technician	SS	Secretarial Science
NRM	Natural Resources Management	OYS	One Year Secretarial
MTP	Machine Tool Processes	TBD	Truck-Bus-Diesel
OTA	Occupational Therapy Assistant	W	Welding
PN	Practical Nurse	SSP	Special Services Program

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TABLE IV (continued)

The 46 Vocational-Technical graduates planning to continue their education indicated that they planned to attend the following colleges and universities:

Daniel Webster College
Nashua, N.H.

Keene State College
Keene, N.H.

Merrimack Valley College
Manchester, N.H.

Montgomery Community College
Montgomery, Ala.

New Hampshire College
Manchester, N.H.

N.H. Technical Institute
Concord, N.H.

N.H. Vocational-Technical College
Berlin, N.H.

N.H. Vocational-Technical College
Claremont, N.H.

N.H. Vocational-Technical College
Portsmouth, N.H.

North American Indian Mission
British Columbia, Canada

Plymouth State College
Plymouth, N.H.

Rensselaer Polytechnic Institute
Rochester, N.Y.

Rhema Christian College
St. Louis, Mo.

Smith College of Engineering
Syracuse University
Syracuse, N.Y.

Univ. of Central Florida
Orlando, Fla.

Univ. of Hartford
Hartford, Conn.

Univ. of Lowell
Lowell, Mass.

Univ. of New Hampshire
Durham, N.H.

Univ. of Southern Maine
Portland, Me.

Valley Forge Christian College
Phoenixville, Pa.

TABLE V

Representative Job Entry Titles of Graduates
of the Vocational-Technical Colleges at
Berlin, Claremont, Laconia, Manchester, Nashua, Portsmouth

Accountant
Accounting Assistant
Administrative Assistant
Air Conditioning Tech.
Air Machinist
Apprentice Machinist Electrician
Apprentice Mold-maker
Assembler
Assistant Chef
Assistant Cook
Assistant Manager
Assistant Operator I
Associate Technician
Auto Body Repairman
Auto Electronics Rebuilder
Automotive Mechanic
Automotive Technician
Auto Parts Salesman
Baker
Bank Teller
Biomedical Equipment Tech.
Bookeeper/accountant
Broiler Cook
Burnerman
Carpenter
Cardio-pulmonary Tech.
Cashier
Charge Nurse
Chief Operator WWTO
Class B Machinist
Color Stripper
Computer Operator
Computer Type Artist
Copier-Printer
Cost Accountant
CNC Lathe Operator
Data Quality Coordinator
Detail Drafter
Detail Designer
Die/mold Repairer
Dietary Aide
Diesel Mechanic
Dimensional Inspector
Dispatcher
Drafter/ Designer
Drafting Technician
Dormitory Supervisor
ECA Drafter
EKG Tech.
Electrical Draftsman
Electrical Assembler
Electrician
Electrical Tech.
Electronic Data Conversion Rep.
Electronic Engineering Prod. Assis.
Electronic Field Tech.
Electronic Systems Installer
Electronic Designer
Engineering Assistant
Engineering Tech.
Facilities Service Tech.
Facilities Repair Tech.
Field Service Representative
Fire Fighter
Fleet Mechanic
Foremen
Forestry Technician
Framer
General Practical Nurse
Graduate Practical Nurse
Graphic Artist
HVAC Tech.
Head Cook
Industrial Electrician
Industrial Electronics Tech.
I & M Technician
Inspector
Instructor
Interpretor-Tutor
Job Supervisor Controller
Junior Electrical Tech.
Junior Electrical Drafter
Junior Repair Tech.
Junior Designer

TABLE V (continued)

Laboratory Assistant
Laboratory Technician
Layout - Camera
Machine Builder
Machinist
Machinist Foreman
Machine Designer
Machine Quality Tester
Maintenance Electrician
Maintenance Technician
Manager
Mechanic
Mechanical Draftsman
Medical Assistant
Medical Laboratory Assistant
Medical Laboratory Technician
Medical Laboratory Manager
Medical Records Coder-Abstractor
Medical Records Technician
Medical Secretary
Microwave Technician
Motor Technician
Nautilus Trainer
Occupational Therapy Assistant
Pantry Chef
Pediatric Occupational Therapist
Phelebotomist
Photoplotting Technician
Practical Nurse
Physical Therapist Assistant
Printed Circutboard Designer
R & R General Repair
Recptionist
Refrigeration Technician
Retail Manager
Repair Technician
Respiratory Therapist
Respiratory Therapy Technician
Rodman
Rounds Cook
Salesperson
Sales Clerk
Salvage Repair Operator
Secretary
Secretary I
Senior Engineering Technician
Senior Secretary
Service Technician
Service Engineer
Silk Screener
Software Technician
Staff Accountant
Solderer
Stock Distributer
Supervisor
Support Technician
Surveyor
Technician
Technician Class C
Technician Trainee
Technical Illustrator
Test Technician
Tool and Cutter Grinder
Tool Designer
Tool and Die Apprentice
Tool and Die Maker
Typesetter
Troubleshooter
Unit Manager Trainee
Welder
Word Processor

TABLE VI

Field of Employment Status of Technical Institute and Vocational-Technical College Graduates Employed Full-Time

Institute-College	Employed Major Field	Percent Major	Employed Related Field	Percent Related	Employed Different Field	Percent Different
Concord	252	93%	14	5%	4	2%
Berlin	97	78%	13	11%	14	11%
Claremont	92	94%	1	1%	5	5%
Laconia	36	57%	10	16%	17	27%
Manchester	80	83%	8	8%	9	9%
Nashua	59	84%	7	10%	4	6%
Portsmouth	84	90%	0	0	9	10%
Total	700	86%	53	6 %	62	8%

The fact that 92% of the employed graduates of the Vocational-Technical Colleges and the Technical Institute entered a field directly related to the field for which they prepared graphically illustrates the value of the system to the student, business and industry, and the State of New Hampshire. The educational purpose of the Post-Secondary System is being fulfilled.

FIELD OF EMPLOYMENT

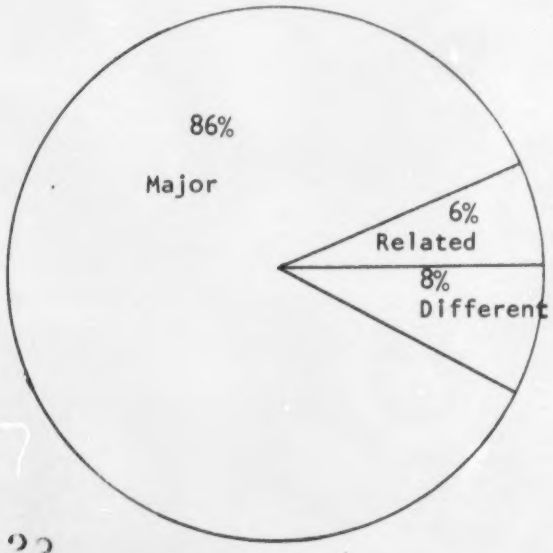

TABLE VII

In-State, Out-of-State Status of Technical Institute and Vocational-Technical College Graduates Employed Full Time

Institute-College	Number Employed	In-State / Out-of-State
Concord	270	81% / 19%
Berlin	124	73% / 27%
Claremont	98	65% / 35%
Laconia	63	79% / 21%
Manchester	97	76% / 24%
Nashua	70	86% / 14%
Portsmouth	93	74% / 26%
Total System	815	77% / 23%

TABLE VII (Continued)

The Legislature of the State of New Hampshire established the New Hampshire Technical Institute and the New Hampshire Vocational-Technical Colleges so that they could develop skilled workers, technicians, and technologists as valuable resources to improve and bolster the State's economy. Since the Institute/College System has been established, evidence has shown that this has occured. This year 77% of the 1982 Graduates employed full time are at work within the State of New Hampshire. The 23% who work out of state are generally employed in northern New England. Many who work out of state continue to live in New Hampshire.

TABLE VIII

Graduates Reported Commuting to Full Time Jobs
From the Community Listed as Their Residence
At the Time They Enrolled in the Post-Secondary System

Institute-College	Number Employed	Commuters / non-commuters
Concord	270	79% / 21%
Berlin	124	71% / 29%
Claremont	98	77% / 23%
Laconia	63	Not Reported -
Manchester	97	92% / 8%
Nashua	70	97% / 3%
Portsmouth	93	86% / 14%
Total System	815 (752)*	81% / 19%

*(Laconia not included)

TABLE IX

Annual Salary Data for Graduates Employed
Full Time Based upon Reported Salaries

BUSINESS AND MANAGEMENT MAJORS

Program	Number Reporting	High	Average	Low
Accounting	12	$15,000	$10,055	$ 6,500
Business Administration	21	$25,000	$11,643	$ 8,000
Computer Info. Systems	13	$23,000	$13,974	$10,000
Marketing/Management	2	$15,000	$12,250	$ 9,500
Mid Management	3	$12,500	$ 9,350	$ 7,000
Secretarial	11	$10,000	$ 8,564	$ 7,000
Admin. Secretarial Mgt.	6	$13,000	$12,116	$11,700
Average of Reported Salaries	68		$11,319	

SERVICE MAJORS

Automotive Services	32	$16,200	$11,139	$ 8,200
Auto Body	3	$18,000	$14,166	$ 9,000
Building Construction	11	$17,550	$12,284	$ 8,320
Culinary Arts	7	$11,700	$ 9,900	$ 8,500
Culinary Arts (1-year)	3	$10,400	$ 9,567	$ 8,300
Fire Protection	3	$ 9,200	$ 8,198	$ 6,968
Graphic Arts	9	$12,500	$10,160	$ 8,320
Heating, Refrig. & Air Cond.	12	$18,000	$12,172	$ 9,360
Internal Combustion Eng.	6	$15,000	$12,694	$10,500
Natural Resources Mgt.	9	$15,000	$12,539	$ 9,500
Residential Electricity	8	$15,000	$ 8,530	$ 7,280
Truck, Bus, Diesel	7	$17,495	$13,013	$10,000
Average of Reported Salaries	110		$11,269	

ENGINEERING TECHNOLOGY MAJORS

Architectural Eng. Tech.	13	$17,000	$13,538	$ 7,000
Electronic Eng. Tech.	32	$22,800	$15,481	$11,400
Mechanical Eng. Tech.	11	$18,200	$15,006	$ 8,230
Average of Reported Salaries	56		$14,937	

TABLE IX (continued)

Program	Number Reporting	High	Average	Low
INDUSTRIAL and MANUFACTURING MAJORS				
Applied Computer Tech.	13	$17,160	$15,290	$13,500
Drafting	44	$18,000	$12,870	$10,000
Industrial Electricity	23	$20,000	$13,071	$ 5,200
Industrial Electronics	55	$24,160	$14,330	$ 9,360
Machine Tool Processes	39	$25,000	$14,048	$10,400
Welding	8	$23,000	$14,768	$ 9,360
Average of Reported Salaries	182		$13,846	
HEALTH and MEDICAL SERVICES MAJORS				
Alcohol Counseling	3	$14,000	$12,840	$11,000
Dental Assistant	13	$10,400	$ 9,110	$ 5,000
Dental Hygiene	13	$16,640	$14,662	$10,000
Emergency Health Care	22	$27,000	$15,927	$ 7,500
Health Science	3	$21,000	$14,493	$10,000
Interpretor/Tutor	5	$ 9,700	$ 9,140	$ 8,000
Medical Assistant	12	$10,500	$ 8,913	$ 7,900
Medical Laboratory Tech.	7	$13,500	$11,357	$10,000
Medical Records Tech.	5	$11,000	$10,270	$ 9,050
Mental Health	18	$19,000	$12,093	$ 7,400
Nursing	75	$20,800	$14,491	$11,440
Occupational Therapy Asst.	10	$11,975	$ 9,571	$ 7,100
Practical Nursing	77	$13,500	$10,540	$ 8,440
Physical Therapy Asst.	10	$15,500	$12,209	$ 9,750
Respiratory Therapist	7	$17,000	$14,571	$14,000
Special Services Program	2	$10,000	$ 8,750	$ 7,500
Radiologic Tech. (X-Ray)	25	$18,512	$12,735	$10,300
Average of Reported Salaries	307		$12,369	
General Associate Degree	4	$21,000	$16,975	$12,800
Average of all Reported Salaries from All Majors	727		$12,697	

EXTENSION SERVICES

More than 400 different titled courses were offered during the 1981-82 academic year for a total of 18,415 registrations. New this year were "one-night specials." More than 1300 students registered for these mini-workshops.

In addition to day school programs, the Institute/College system offers degree and diploma programs, adult education, and apprentice courses through the Extension Division - primarily in the evening - at all locations. Courses are designed to meet the needs of adults who wish to improve their skills, learn an avocation, or work toward a degree while employed. A further service of the Extension Division is to provide special educational or training programs for business and industry, on campus or on site, whichever is more convenient for those involved.

Typical courses include:

Accounting
Automotive Mechanics
Banking
Business Law
Chemistry
Communication Skills
Drafting
Dynamics of Organizational Behavior
Electronics
English
Industrial Supervision
Introduction to Business
Introduction to Computer Technology
Machine Tool Processes
Management
Marketing
Mathematics
Photography
Physics
Psychology
Quality Control
Real Estate
Small Business Management
Small Engine Repairs
Sociology
Statistics
Supervision
Typing
Welding
Word Processing

Also offered are some enrichment courses in crafts, hobbies and semi-vocational subjects such as Bartending, Cake Decorating, Chair Caning, Conversational French, Oriental Cooking, Furniture Making, History, Interior Decorating, Painting, Stained Glass, and Upholstering.

Employers are encouraged to interview prospective graduates on campus.

Interviews can be arranged through the following persons:

Mr. Richard Mulcahy
Institute Counselor
N.H. Technical Institute
Fan Road, Concord,N.H. 03301
Telephone: 271 2531

Mr. Roger Berlinguette
Dean of Students
N.H. Voc-Tech College
1066 Front Street, Manchester, N.H. 03102
Telephone: 668 6706

Mr. Norman Brown
Dean of Students
N.H. Voc-Tech College
Milan Road, Berlin, N.H. 03570
Telephone: 752 6333

Dr. Elise Tougas
Dean of Instruction
N.H. Voc-Tech College
505 Amherst St., Nashua, N.H. 03063
Telephone: 882 6923

Mr. Arthur Jillette
Dean of Special Services
N.H. Voc-Tech College
Hanover St. Ext.,Claremont, N.H. 03743
Telephone: 542 7744

Mr. David Veno
Dean of Students
N.H. Voc-Tech College
227R Portsmouth Ave., Stratham, N.H. 03885
Telephone: 772 1194

Mr. Raymond LaPointe
Dean of Instruction
N.H. Voc-Tech College
Prescott Hill, Laconia, N.H. 03246
Telephone: 524 3207

It is the policy of the New Hampshire State Board of Education and the State Department of Education not to discriminate in their educational programs, activities, or employment practices on the basis of race, language, sex, age, or handicapping condition, under the provisions of Title VI and Title IX of the 1972 Educational Amendments; Section 504 of the Rehabilation Act of 1973; and the Education of Handicapped Children's Act of 1976.

Information regarding compliance with these acts may be obtained from the following persons:

Sex Discrimination, Title IX - Nancy Grimes, Office of the Commissioner of Education, Concord, N.H. 03301. Telephone: 271 3196

Racial or Language Discrimination - Victoria Richart, Division of Instruction, 64 North Main Street, Concord, N.H. 03301
Telephone: 271 2565

Handicapped Discrimination - Robert Kennedy, Division of Vocational Rehabilation, 105 Loudon Road, Concord, N.H. 03301
Telephone: 271 3121.

Inquiries concerning these areas may also be made to the Office of Civil Rights, Department of Health Education and Welfare, Washington, D.C. 20425

Employers who interviewed 1982 Graduates.

Employers who made offers to or who actually hired Graduates are marked with an asterisk.

A. B. Dick Co.	150 Dow Street	Manchester, NH	03101
Advanced Circuit Technology	118 N. E. Boulevard	Nashua, NH	03062
*Dr. E. M. Adams	76 Mechanic Street	Keene, NH	03431
*Adult Education Program		Laconia, NH	03246
Air Care Climate Control	32 Industrial Park	Concord, NH	03301
*Dr. A. J. Yuskaitis, New London Med. Ctr.	County Road	New London, NH	03257
*Air Chem		West Lebanon, NH	03766
Albany Steel Company		Menands, NY	12204
*Alexander Eastman Hospital	44 Birch Street	Derry, NH	03038
*Alice Peck Day Hospital	125 Mascoma Street	Lebanon, NH	03766
*Allan H. Swanson, Inc.	3 Congress Street	Nashua, NH	03060
Allied Fuel Co.	54 Pauline Street	Winthrop, MA	02152
Alpha Industries	Glenn Street	Lawrence, MA	01843
Altron	1 Jewell Drive	Wilmington, MA	01887
*Alvarez, Mario MD	156 Broad Street	Claremont, NH	03743
*American Ambulance	111 Quebec Street	Lowell, MA	01852
*American Electro-Medic		Hudson, NH	03051
*American Int'l Group Insurance	North Elm Street	Manchester, NH	03104
*American Tool & Grinding	Meadow Lane	Underhill, VT	05489
American Welding Society		Miami, FL	33125
*Ames Discount Dept. Store		Barre, VT	05641
*Amesbury Machine (3)		Hampton, NH	03842
*Amherst - Pelham Regional High School	Chestnut Street	Amherst, MA	01002
*Androscoggin Valley Hospital	Page Hill Road	Berlin, NH	03570
Anis Engineering		Haverhill, MA	01830
*Antal Associates	185 Lowell Road	Hudson, NH	03051
Arc Way Welding	203 Lafayette Road	North Hampton, NH	03862
*Arlington Sample Book Company	20 South Main Street	Newport, NH	03773
*Armtech Industries	Manchester Municipal Airport	Manchester, NH	03103
Arwood Corporation	Granite Street	Tilton, NH	03276
*Astrodyne	35 Executive Drive	Hudson, NH	03051
*Attitash		Bartlett, NH	03812
*Auntie Pasta's Restaurant		Plymouth, NH	03264
*Austine School for the Deaf	Maple Street	Brattleboro, VT	05301
*Automatic Safety Products		Camton, MA	02021
*Auto East		Gilford, NH	03246
*Auto Syringe, Inc.	Route 28 Bypass	Hooksett, NH	03106
Avco Systems Division	201 Lowell Street	Wilmington, MA	01887

*B. L. Balla, Inc.	Beryl Mountain Road	So. Acworth, NH	03607
*Bar Labs		Bedford, NH	03102
*Barrett, Thomas, MD	16 High Street	Manchester. NH	03104
Basic Dimensions Inc. - Computerland	491 Amherst Street	Nashua, NH	03063
*Basin Harbor Club		Vergennes, VT	05491
*Bath Iron Works	700 Washington Street	Bath, ME	04530
Bay Head Machinery		Newington, NH	03801
*Bedford Computer Corp.	Terrill Hill Road	Bedford, NH	03102
Bedsaul Electric Cont.		Plymouth, NH	03264
*Bee At Ease		St. Johnsbury, VT	05851
*Bell & Howell	45 Fourth Avenue	Needham, MA	02192
*Bell Laboratories (3)	1600 Osgood Street	No. Andover, MA	01845
*Benchmark Industries	49D Harvey Road	Londonderry, NH	03053
*Bentley Chevrolet	Route 28 By-Pass	Derry, NH	03038
*Berlin Motor Inn	203 Main Street	Berlin, NH	03570
*Drs. Catherine and James Berneck	11 Peabody Street	Derry, NH	03038
*Dr. Gerald Berube	Bremmer Street	Manchester, NH	03101
*Bexar County Hospital	Medical Drive	San Antonio, TX	78284
*Dr. Beyer	Senton Road	Hudson, NH	03051
*Bi-Tech Corporation (4)		Lyndon, VT	05849
*Board of Cooperative Educational Services	Henning Road	Saratoga Springs, NY	12866
*Bon Secours Hospital	70 East Street	Methuen, MA	01844
*Bouchard-Caron Bldg. Center	39 Union Street	Berlin, NH	03570
*Bourque Heating	30 Ohio Avenue	Manchester, NH	03103
Bowditch Navigation Systems	40 Pleasant Street	Portsmouth, NH	03801
*Bowers & Ruddy Galleries		Wolfeboro, NH	03894
*Brattleboro Retreat	75 Linden Avenue	Brattleboro, VT	05301
*Brentwood Structures	The Meeting Place	Amherst, NH	03031
*Bridge & Byron Printers, Inc.	45 South State Street	Concord, NH	03301
*Bristol Building Corporation	School Street	Bristol, NH	03222
*Brockway Plastics	Cellu Drive	Nashua, NH	03063
*Dr. Joseph N. Broderick	Suite 11 Willow Hill Plaza	Franklin, NH	03235
*Brooks Discount Store		Pepperell, MA	01463
*Brookstone, Inc.	1500 S. Willow Street	Manchester, NH	03103
*Browning Ferris Ind.	Tolles Road	Hudson, NH	03051
*Steven Brunelle		Manchester, NH	03105
*Brunswick Regional Hospital	Barlbeau Drive	Brunswick, ME	04011
*Bur Bak Machine Corp.	Forrest Road	Wilton, NH	03086
*Burndy		Littleton, NH	03561
*Burton Hill Farm	Burton Hill Road	Barton, VT	05855

*Cafe Normandy		Holderness, NH	03245
*Camp Deerwood		Holderness, NH	03245
*Cannon Mountain		Franconia, NH	03580
*Capitol Credit Corp.	487 Maple Street	Manchester, NH	03101
*Capitol Dodge	296 South Main Street	Concord, NH	03301
*Captain Videos	RFD #1, Globe Shopping Ctr.	Gorham, NH	03581
*Carr Tool Co.	16 Tinker Avenue	Londonderry, NH	03053
*Catholic Medical Center	McGregor Street	Manchester, NH	03103
CCI/CTSN		Ctr. Ossipee, NH	03814
Cedric Electric		Essex, VT	05451
Central Employment Service		Laconia, NH	03246
Central Vermont Hospital		Montpelier, VT	05602
Centronics		Nashua, NH	03063
Chadwick - B.A. Ross, Inc.	Route 106	Loudon, NH	03301
Chamber of Commerce		Littleton, NH	03561
*Chaulk Ambulance Service	19 Willow Street	Natick, MA	01760
*Chest King	Mall of New Hampshire	Manchester, NH	03103
*Cheshire Hospital	580 Court Street	Keene, NH	03431
*Cheshire Transportation	Lower Main Street	Keene, NH	03431
*Christian Health Services, Inc.		Jacksonville, FL	32203
*Chubb Life America		Concord, NH	03301
*Circuits Image Industries, Inc.		Hudson, NH	03051
*City Hall	41 Green Street	Concord, NH	03301
Cog Railway		Twin Mountain, NH	03595
*Cold Region Research Laboratory		Hanover, NH	03755
*Colebrook Police Station		Colebrook, NH	03576
Colebrook Upper Valley Hospital		Colebrook, NH	03576
Colonial Chevrolet	40 Chelmsford Street	Chelmsford, MA	01824
Colonial Village	Dunbarton Road	Manchester, NH	03102
*Columbia Machine Co.	18 Bridge Street	Salem, NH	03079
Commercial Refrigeration Specialists		Wakefield, MA	01880
*Community Memorial Hospital	Route 76 West	Toms River, NJ	08753
*Compugraphic		N. Reading, MA	01864
*Computer City	1525 So. Willow Street	Manchester, NH	03103
Computervision		Burlington, MA	01803
*Computervision Corp.	645 Harvey Road	Manchester, NH	03103
*Concord Community Services	18 Lowe Avenue	Concord, NH	03301
*Concord Fire Department (4)	No. State Street	Concord, NH	03301
*Concord Hospital (18)	250 Pleasant Street	Concord, NH	03301
Concord Laboratories	Kit Road	Keene, NH	03431

Concord Litho	92 Old Turnpike Road	Concord, NH	03301
*Concord Mazda-Honda	Rte. 3A Bow Junction	Concord, NH	03301
Concord Trailways	Depot Street Extension	Concord, NH	03301
*Concrete Systems	Commercial Avenue	Hudson, NH	03051
*Connecticutt Valley Regional Hospital		Middletown, CT	06457
Consultants and Designers		Atkinson, NH	03811
Continental Microwave		Bradford, MA	01830
*Continental Oil	P.O. Box 7	Websterville, VT	05678
*Coos County Nursing Home (3)	Cates Hill Road	Berlin, NH	03570
*Corbeil Enterprises		Bristol, NH	03222
*Cote Brothers	54 Willow Street	Berlin, NH	03570
*Cote Electric	15 Daniel Plummer Road	Goffstown, NH	03045
*Cottage Hospital		Woodsville, NH	03785
*Country Village Health Center		Lancaster, NH	03584
*Creare, Inc.	Etna Road	Hanover, NH	03755
*Crawford Vogel & Wenzel	514 Harvard Street	Manchester, NH	03103
*Crest Chevy		North Conway	03860
*Crotched Mountain		Greenfield, NH	03047
*C & S Vending Machine Co.	P.O. Box 310	Berlin, NH	03570
*CVS Pharmacy		Laconia, NH	03246
*D.A.P. Tool & Die	Airport Industrial Park	Biddeford, ME	04005
*Dartmouth College		Hanover, NH	03755
Dave Perry Machine Shop		Bristol, VT	05443
*Dawn 'Til Dusk Toys	RFD #4, Box 274	Brattleboro, VT	05301
*Delta Electric	Route 7	Burlington, VT	05401
Delta Education Inc.	Factory Street	Nashua, NH	03060
*Denny's Real Estate	Portsmouth Avenue	Exeter, NH	03833
*Philip C. Demarais, D.M.D.	2 Wall Street	Concord, NH	03301
*Diamond International		Groveton, NH	03582
*Dick's Turnpike Mobil	210 Eddy Road	Manchester, NH	03103
D.G. O'Brien		Seabrook, NH	03874
*Dione Electric		Meredith, NH	03253
*Donalco Construction		Lakeport, NH	03246
*Donald Sharp Memorial Hospital		San Diego, CA	92123
*Downtown Lincoln-Mercury	Main Street	Nashua, NH	03060
Dorr Woolen Company	Guild Road	Guild, NH	03754
*Dublin Lake Golf Club		Dublin, NH	03444
*Dumais Beverages	Jericho Road	Berlin, NH	03570
*Dunbarton Telephone Co.	RFD 2	Concord, NH	03301
*Dunkin' Donuts	West Street	Keene, NH	03431

*Easter Seals Rehabilitation Dept.		Meriden, CT	06450
*Eastern Restoration	2 Vinal Square	N. Chelmsford, MA	01863
*Eastman Kodak Company	343 State Street	Rochester, NY	14650
*John S. Echternach, DDS	Hall Avenue	Henniker, NH	03242
ECI		Haverhill, MA	01830
Eckman Construction Co.	65 Victoria Street	Bedford, NH	03102
Eddie's Service Station	Main Street	Newmarket, NH	03857
Edgewood Manor		Portsmouth, NH	03801
Ed's Appliance	Parker Station	Goffstown, NH	03045
*Eden Park Nursing Home	Pine Heights	Brattleboro, VT	05301
*Edward Fenn School	Main Street	Gorham, NH	03581
*E.E. Hopkins Plumbing, Inc.	332B High Street	Somersworth, NH	03878
*Electrographics		Laconia, NH	03246
*Electro-Graphics		Belmont, NH	03220
*Elliot Hospital	955 Auburn Street	Manchester, NH	03103
*Elms Realty Corp.		Londonderry, NH	03053
*Emerson Hospital ORNAC		Concord, MA	01742
*E.M. Heath	Route 25	Meredith, NH	03253
*Encode Systems	Dexter Industrial Park	Newburyport, MA	01950
*E. Pecor		Essex Junction, VT	05452
*Epsom Manor	Route 28	Epsom, NH	03234
*Equipment Consultants, Inc.		Haverhill, MA	01831
*Equity Publishing		Orford, NH	03777
Exeter Clinic	Front Street	Exeter, NH	03833
*Exeter Hospital (5)	Buzzel Avenue	Exeter, NH	03833
*Fairchild Camera/Instrument (3)	333 Western Avenue	So. Portland, ME	04106
*Fas Fax	Simon Street	Nashua, NH	03060
*Feminist Health Center	38 So. Main Street	Concord, NH	03301
*Ferronics, Inc.	127 Main Street	Springfield, VT	05156
*Filene's Department Store	South Willow Street	Manchester, NH	03103
*Food Trend	83 Pleasant Street	Berlin, NH	03570
*Forest City Chevrolet/Saab	1000 Brighton Avenue	Portland, ME	04102
*1400 Cadillac Oldsmobile	1400 Gorham Street	Lowell, MA	01852
*Franconia Garage		Franconia, NH	03580
Franconia Inn		Franconia, NH	03580
Frank Yanco	Elm Street	Manchester, NH	03102
*Franklin County Public Hospital	High Street	Greenfield, MA	01301
*Franklin Memorial Hospital		Farmington, ME	04938
*Franklin Regional Hospital (3)		Franklin, NH	03235
*Frederick Electric		Essex, VT	05451
Frisbee Memorial Hospital (5)	Whitehall Road	Rochester, NH	03867
*Wendell Fitts, DDS	Clinton Street	Concord, NH	03301

*Gallus & Green Realtors	Main Street	Berlin, NH	03570
*Gar-Doc		Milford, NH	03055
*Garfield Cadillac/Oldsmobile	Automotive Village	Nashua, NH	03060
*Garfinkel, Samuel, RPT	33 Adams Street	Jacksonville, FL	32202
*Garrison Medical Professional Assoc.		Dover, NH	03820
*Garrity Lumber Co.		Meredith, NH	03253
Gary Medical Center		Caribou, ME	04736
Gas Service Inc.	70 E. Pearl Street	Nashua, NH	03060
Gateway Motors	274 Amherst Street	Nashua, NH	03060
Gemini Valve	1 Otter Court	Raymond	03077
*General Electric Co.	Western Ave.	Lynn, MA	01910
*Gentex	5 Tinkham Ave.	Derry, NH	03038
*Geophysical Systems Inc.	Flagstone Drive	Hudson, NH	03051
*Gerber Dental Clinic	Newington Mall	Portsmouth, NH	03801
*Gifford Memorial Hospital		Randolph, VT	05060
*Gilford Elementary School		Gilford, NH	03240
*Gill's Garage	275 Rimmon Street	Manchester, NH	03102
*Goatee Construction	Davis Road	Londonderry, NH	03053
*Good Samarital Hospital	7171 No. Dale Mabry Highway	Tampa, FL	33614
Goss Lincoln-Mercury	Lafayette Road	Portsmouth, NH	03801
Gould Inc.		Newburyport, MA	01950
*Grafic Pack	60 Brigham Street	Marlboro, MA	01950
*Grafton County Home		No. Haverhill, NH	03765
*Dr. John Graceffa	76 Allds	Nashua, NH	03060
*Granite State Electric Co.	9 Court Street	Lebanon, NH	03766
Granite State Machine		Manchester, NH	03101
Granite State Packing Co.	163 Hancock Street	Manchester, NH	03101
*Grappone's		Concord, NH	03301
Grateful Bread		Franconia, NH	03580
Greenleaf Nursing Home		Greenfield, MA	01301
*Groton State of VT		Groton, VT	05046
Grouchy Auto Repair		Arlington, TX	76107
*Guimond's Auto Body	Manchester Street	Concord, NH	03301
*Hale Hospital	40 Buttonwoods Avenue	Haverhill, MA	01830
*Hall Manufacturing Co.		Brookline, NH	03033
Hampshire Manufacturing	Factory Street	Nashua, NH	03060
*Hampstead Hospital	East Road	Hampstead, NH	03841
*Hanover Fire Department	41 South Main	Hanover, NH	03755
*Harris Corporation (3)	24 Simon Street	Nashua, NH	03060
*Harris Corporation		Burlington, MA	

*Dr. Michael Harris	Silver Street	Dover, NH	03820
Harris Tool	Central Avenue	Dover, NH	03820
*Dr. Paul E. Harvey	212 Summer Street	Portsmouth, NH	03801
*Harvey Construction Co.	Route 13	Bedford, NH	03102
*Dr. Paul Y. Hasserjian	1470 Elm Street	Manchester, NH	03103
*Hastech Inc.	670 North Commercial St.	Manchester, NH	03101
*Havenwood Nursing Home	33 Christian Avenue	Concord, NH	03301
Hayward Refrigeration		New London, NH	03257
Hebert Towing	1323 S. Willow Street	Manchester, NH	03101
*Dr. George W. Henry	1941 Kapiolani Blvd.	Kailua, HI	96734
*Henry Heyward Memorial Hospital		Gardner, MA	01440
*Hickox Volkswagon	Daniel Webster Highway	Manchester, NH	03104
*Hillcrest Nims Kendall	Bear Hill	Waltham, MA	02154
Hillsboro Club		Pompono Beach, FL	33062
*Hitchener Manufacturing Co.	Elm Street	Milford, NH	03054
*Dr. Richard Hood	514 South Street	Concord, NH	03301
*Hoodcroft Convalescent Center	Peabody Drive	Derry, NH	03038
*Hoodcroft Nursing Home		Derry, NH	03038
*Holden Engineering/Surveying	7 Penley Street	Concord, NH	03301
Home for Aging Women		Portsmouth, NH	03801
*Hooksett Kowasaki	Daniel Webster Highway	Manchester, NH	03104
*Hopkins Garage	62 Union Street	Peterborough, NH	03458
Horse and Hound		Franconia, NH	03580
*Hudson's	Congress Street	Portsmouth, NH	03801
Hurd Buick-GMC	Reservoir Avenue	Cranston, RI	02910
Hybrid Systems		Keene, NH	03431
*IBM (3)	Maple Street	Burlington, VT	05054
*IBM		Essex Junction, VT	05452
IMC Magnetics	Route 16B	Rochester, NH	03867
Indian Head Bank	23 Factory Street	Nashua, NH	03061
*Industrial Carbide Corp.	Rte. 152	West Nottingham, NH	03291
Infirmary Hospital	Louiselle Street	Mobile, AL	36607
*Infotecs	One Perimeter Road	Manchester, NH	03101
Ingersoll Rand	150 Burke Street	Nashua, NH	03061
*International Packings Corp.		Bristol, NH	03222
Interlakes IGA		Meredith, NH	03253
*Interstate Transmission	Douglas Street	Manchester, NH	03102
*Irwin Marine		Laconia, NH	03246
Irwin Motors	Bisson Avenue	Laconia, NH	03246
Jackson Power		Jackson, NH	03581

*James River Corporation (2)	Main Street	Berlin, NH	03570
*J.C. Penney Company	Washington Street	Claremont, NH	03743
Jimm Witt Pontiac	1365 Middlesex Street	Lowell, MA	01851
*J.J. Cronin, Inc.	Dunbarton Road	Manchester, NH	03102
J.J. Reilly Electric	875 S. Willow Street	Manchester, NH	03102
*Joel Electric		Manchester, NH	03101
*Johns-Hopkins Hospital		Baltimore, MD	21205
Jones & Beech		Exeter, NH	03833
*Kalwal Corporation	11 Candia Road	Manchester, NH	03105
*Kimball Union Academy		Meriden, NH	03770
*Kingston Warren Corp.		Newfields, NH	03856
Kline Manufacturing Co.		Salem, NH	03054
*Kollsman Instrument Co. (5)	220 Danuel Webster Highway	Merrimack, NH	03054
*Kollsman Instrument Co.	460 Amherst Street	Nashua, NH	03060
*Labbe Wrecking Co.	1322 Hooksett Road	Manchester, NH	03106
*Laconia School District		Laconia, NH	03246
*Laconia State School		Laconia, NH	03246
*Lakes Region General Hospital (11)	Highland Street	Laconia, NH	03246
*Laurence Ann Memorial		New London, CT	06320
*Lawless Buick & Chevrolet		Wolfeboro, NH	03894
*Lawrence General Hospital	One General Street	Lawrence, MA	01842
LeBlanc Electric	New Boston Road	Goffstown, NH	03045
Ledges Restaurant		Grantham, NH	03773
*Lee Cadillac-Olds		Auburn, ME	04210
*Lehigh Design	440 Totten Pond Road	Waltham, MA	02154
*Leighton Machine Co.	60 Rogers Street	Manchester, NH	03102
*Lewis & Saunders		Lakeport, NH	03246
*Lewis & Woodard Inc. (2)	Main Street	Colebrook, NH	03576
Lexidata Corp.	Middlesex Turnpike	Billerica, MA	01821
*Liberty Murual	Parade Mall	Portsmouth, NH	03801
*Lincoln Laboratories		Lexington, MA	02173
*Link House	37 Washington Street	Newburyport, MA	01950
*Littleton Hospital (2)	Cottage Street	Littleton, NH	03561
*Londonderry 66		Londonderry, NH	03053
*Longchamps Electric (2)	700 Harvey Road	Manchester, NH	03103
*Lowell Fire Department		Lowell, MA	01854
*Lowell General Hospital (6)	295 Varnum Avenue	Lowell, MA	01854
*Lyons Iron Works	Main Street	Manchester, NH	03101

*MacMillan, Inc.	17 Elm Street	Keene, NH	03431
*Mad Hatter Restaurant	Route 302	Glen, NH	03838
*Maine Manufacturing Co.	46 Bridge Street	Nashua, NH	03060
*Maine Medical Center	22 Bramhall Street	Portland, ME	04102
Maine Yankee Nuclear Plant		Wiscasset, ME	04578
*Malone Applied Tech., Inc.		Rochester, NH	03867
*Manchester Mack	One Mack Avenue	Manchester, NH	03101
*Manchester Municipal Waste Water Treatment Plant (3)	Winston Street	Manchester, NH	03103
*Manter Construction Co.	500 Harvey Road	Manchester, NH	03102
*Maple Leaf Health Center	198 Pearl Street	Manchester, NH	03101
*Mardon Industries, Inc. (2)	Wheelock Road	Lyndonville, VT	05851
Mars Department Store		Pelham, NH	03076
*Dr. Joseph S. Maroun	289 Main Street	Salem, NH	03079
*Dr. Robert Marshall	514 South Street	Concord, NH	03301
*Mary Hitchcock Memorial Hospital (3)		Hanover, NH	03755
*Mashamoquet State Park	Wolf Den Road	Pomfret Center, CT	06259
*Massachusetts General Hospital	Fruit Street	Boston, MA	02114
Massachusetts State Police		Framingham, MA	01701
*Matthew Thornton Clinic	591 West Hollis Street	Nashua, NH	03060
*McDaniel, Campbell & White, MDs	110 Francis Street	Boston, MA	02215
*McDonalds	117 Loudon Road	Concord, NH	03301
*McDonalds	Main Street	Gorham, NH	03581
*McDonalds	Mall of N.H.	Manchester, NH	03103
McFarland Ford	151 Portsmouth Avenue	Exeter, NH	03833
*McGreevy Buick/Cadillac		Laconia, NH	03246
*McKerley Medical Care Facility, Inc.	20 Maitland Street	Concord, NH	03301
*McLaughlin Mayflower	20 Progress Avenue	Nashua, NH	03062
*Tom McShera, DMD, Professional Association	2 Stark Avenue	Dover, NH	03820
*A-Medic-Ambulance	154 Moody Street	Lowell, MA	01854
*Mel Tec Inc. (2)		Nashua, NH	03063
*Memorial Hospital	Prospect Street	Nashua, NH	03060
*Dr. William Mehan	113 Mammoth Road	Manchester, NH	03103
*Merrimack County Home	P.O. Box 9	Penacook, NH	03303
*Merrimack Sheet Metal		Concord, NH	03301
*Metro EMS	Rogers Street	Cambridge, MA	02142
Microfab Inc.		Amesbury, MA	01913
*Minidata	One North Avenue	Burlington, MA	01803
Mitec		Williston, VT	05495

*Mitel		Burlington, VT	05401
Modar Company		Natick, MA	01760
Modarai, Iraj, MD	Old Chester Road	Springfield, VT	05056
Montgomery Ward	Newington Mall	Newington, NH	03801
Moore Business Forms		Dover, NH	03820
*Moores/Sparhawk	Shore Road	Ogunquit, ME	03907
Moose Trap Gift Shop		Waterbury, VT	05676
Morgan Homes	28 Searles Road	Windham, NH	03038
Morley Company		Portsmouth, NH	03801
*Mount Washington Hotel		Bretton Woods, NH	03575
*Mr. Grocer		Penacook, NH	03303
*Mt. Ascutney Hospital and Health Center (4)	County Road	Windsor, VT	05089
*Mt. Carmel Nursing Home	Myrtle Street	Manchester, NH	03104
*Music Mart	934 Elm Street	Manchester, NH	03104
*Mysty Associates	Princess Street	Wakefield, MA	01880
Nashoba Hospital	200 Groton Road	Ayer, MA	01432
Nashua Corporation	44 Franklin Street	Nashua, NH	03060
*Nashua Country Club	South Main Street	Nashua, NH	03060
*Nashua Fire Department		Nashua, NH	03060
*Nashua Memorial Hospital (5)	8 Prospect Street	Nashua, NH	03060
*Nashua Trust Co.	D. W. Highway	Nashua, NH	03060
*National Aerial Advertisers	Lawrence Airport	Lawrence, MA	
*National Car Rental System Inc.	80 Perkins Road	Londonderry, NH	03053
*Natsios Electric	23 Girard Avenue	Dracut, MA	01821
*Naults Ford	South Willow Street	Manchester, NH	03103
*NCR Corporation	3 Upjohn Drive	Bedford, NH	03102
*Charles D. Neal, DMD	Bedford Commons - 34 Riverway Pl.	Bedford, NH	03102
*New England Electric System	25 Research Drive	Westborough, MA	01581
*New England Microwave (2)	118 Lille Road	Nashua, NH	03062
*New England Power Company (2)	9 Court Street	Lebanon, NH	03766
*New England Telephone Co.	Third Avenue	Berlin, NH	03570
*New England Telephone Co.		Laconia, NH	03246
NH Credit Services	Temple Street	Nashua, NH	03060
*New Hampshire Electric Cooperative	Tenney Mt. Highway	Plymouth, NH	03264
*N.H. Electric Motors		Laconia, NH	03246
NH Explosive & Machinery Inc.	Route 106	Concord, NH	03301
*New Hampshire Hospital	Pleasant Street	Concord, NH	03301
*New Hampshire Insurance Group	1750 Elm Street	Manchester, NH	03101
*New Hampshire Motor Transport	77 N. Main Street	Concord, NH	03301

New Hampshire Soldiers Home		Tilton, NH	03276
*New Hampshire State School		Laconia, NH	03246
*New Hampshire Technical Institute	Fan Road	Concord, NH	03301
*New Hampshire Water Resource Board	37 Pleasant Street	Concord, NH	03301
*New London Hospital	County Road	New London, NH	03257
*Newport Hospital (3)	169 Summer Street	Newport, NH	03773
*Nielson Moulding Design	97 Eddy Road	Manchester, NH	03102
Nike Manufacturing		Greenland, NH	03840
*North Country Educational Services (2)	School Street	Berlin, NH	03570
Northeastern Sheet Metal		Essex, VT	05451
Northeast Tool & Die		Dover, NH	03820
Northern Utilities		Portsmouth, NH	03801
North Hampton Service Center	Atlantic Avenue	No. Hampton, NH	03862
*Northland Dairy Bar	Riverside Drive	Berlin, NH	03570
*Norwalk Hospital	24 Stevens Street	Norwalk, CT	06856
*Norway Savings Bank		Naples, ME	04064
*Nuroco Woodwork, Inc.		Whitefield, NH	03598
*Oil Recovery Systems	Mill Street	Greenville, NH	03048
*Old Town Fire Department		Old Town, ME	04468
*Old Colony Petroleum Service Station	79 E. Hollis Street	Nashua, NH	03060
*Pak 2000		Tuftonboro, NH	03254
*Pandora Industries (2)	Dow Street	Manchester, NH	03104
*Palmer & Sicard Plumbing & Heating	140 Epping Road	Exeter, NH	03833
Papa Ginos		Manchester, NH	03101
Papa Ginos	111 Cabot Street	Needham, MA	02194
*Parker Marine		Alton Bay, NH	03810
*Parker Survey Assoc.	Hampton Road	Exeter, NH	03853
*Patsy's Leasing Corp.	Star Drive	Merrimack, NH	03054
*Patsy's Truck Leasing	31 Hall Street	Concord, NH	03301
*Pearson Pattern Model Works		Fitchburg, MA	01420
*Penacook Pharmacy	46 So. Main Street	Penacook, NH	03301
*Parkview Memorial Hospital		Brunswick, ME	04011
*Pennock Appliances	Main Street	Berlin, NH	03570
Peraza, Jose', MD	252 Broad Street	Claremont, NH	03743
*Perini Power Constructors (3)		Seabrook, NH	03874
*Philips Automotive	Route 121	Hampstead, NH	03841
*Pilgram Foods	RFD #1	Greenville, NH	03048
*Pine Haven for Boys		Allenstown, NH	03275
Plasma Materials, Inc.	349 East Industrial Park Dr.	Manchester, NH	03103
*Plastic Techniques, Inc.	Box 107	Hayward, CA	94544
*Pleasant Lake Inn		New London, NH	03257

*Plus Company Inc.	43 Simon Street	Nashua, NH	03060
*Portland Country Club		Falmouth, ME	04105
Portland Transmission	68 Alpheus Street	Manchester, NH	03103
Portsmouth Hospital	Junkins Avenue	Portsmouth, NH	03801
Portsmouth Naval Shipyard		Portsmouth, NH	03801
*Pratt, John Jr. Ceiling Products		Rochester, NH	03867
Pratt & Whitney	Main Street	East Hartford, CT	06108
Pratt-Whitney		No. Berwick, ME	03906
*Dr. Norman Proulx	1140 Somerville St.	Manchester, NH	03103
Profab		Salem, NH	03079
*Pro-teck Services Ltd.		Needham, MA	02192
*Prescott Farms		Wolfeboro, NH	03894
*Public Service Co.	Elm Street Box 160	Manchester, NH	03101
*Queen City Printers, Inc.		Burlington, VT	05401
Queen City Toyota	915 Gold Street	Manchester, NH	03103
*Racal-Milgo, Inc.	8600 N.W. 41st Street	Miami, FL	33166
Radio Shack		North Conway, NH	03860
Radio Shack	Lafayette Road	Portsmouth, NH	03801
*Radiology Service, Inc.	103 E. Main Street	Georgetown, MA	01831
Ralph Sweet	380 Main Street	Saco, Maine	09072
Ralph's Truck Sales	Route 101	Portsmouth, NH	03801
*Raytheon Company		Burlington, MA	01803
Raytheon	Lowell Plant	Mowell, MA	01853
R C A		Clearwater, FL	33515
RFD Corp.	23 Elm Avenue	Hudson, NH	03051
*Red Wood		Colebrook, NH	03576
*Rhode Island PSRO	345 Blackstone Blvd.	Providence, RI	02906
*Rich's Department Store	Fort Eddy Road	Concord, NH	03301
*River's Engineering Inc.	Rte. 102	Londonderry, NH	03053
*Roberts Equipment		Moultonboro, NH	03842
*Rockingham Dental Group		Hampton, NH	03842
*Rockingham Memorial Hospital	Rockingham Street	Bellows Falls, VT	05101
*Rose & Doriow		Manchester, NH	03101
*Roy-al Electric Contr.		Woodsville, NH	03785
*R.M. Rouleau Inc.	362 Rte. 116	Somersworth, NH	03878
*Rudolph Electric		Concord, NH	03301
*Rumford Press	10 Ferry Street	Concord, NH	03301

Russey-Manufacturing		No. Berwick, ME	03906
Russels Electronics		Hingham, MA	02043
*Ryder Truck Rental	660 Gold Street	Manchester, NH	03103
*Saco Bound		Center Conway, NH	03813
Sanders Assoc.	Grenier Field	Manchester, NH	03101
*Sanders Associates (3)	Perimeter Road	Manchester, NH	03103
*Sanders Associates (17)	Canal Street	Nashua, NH	03060
*Sanders Associates (8)	Spit Brook Road	S. Nashua, NH	03060
Saphikon, Div. of Tyco Labs	51 Powers Street	Milford, NH	03055
*Dr. John R. Sarris	36 Library Street	Hudson, NH	03051
*Savers Bank		Littleton, NH	03561
*Scotty's Service Station	774 Somerville Street	Manchester, NH	03103
*Sceva Speare Memorial Hospital	Highland Street	Plymouth, NH	03264
*Seabrook Bank & Trust		Seabrook, NH	03874
Seabrook Nuclear Plant		Seabrook, NH	03874
Seal Tech. Assoc.	763 Second Street	Manchester, NH	03102
*H.E. Sergeant		Stillwater, ME	04489
*Sears, Roebuck & Co.	Brown Avenue	Manchester, NH	03103
*Severino Trucking	Healy Road	Candia, NH	03104
*Shawsheen Technical High School		Billerica, MA	01821
*Shaw's Supermarkets (2)	Daniel Webster Highway	Hooksett, NH	03106
*Dr. Thomas Sheally		Stratham, NH	03885
*Dr. Jack Shuler	Londonderry Prof. Park	Londonderry, NH	03053
*Sheffield Steel (2)	500 Harvey Road	Manchester, NH	03103
***Shipley Chemical Co.**		Marlboro, MA	01752
*Soucy Electric	Berril Road	Candia, NH	03034
*South Lyndeboro Post & Beam	Pettingill Hill Road	So. Lyndeboro, NH	03082
*Spaulding Inn Club		Whitefield, NH	03598
*Sprague Electric Co. (2)	70 Pembroke Road	Concord, NH	03301
*Spaulding Youth Center		Tilton, NH	03276
*Springfield Hospital	Ridgewood Drive	Springfield, VT	05156
Spring Machining Co.	900 Candia Road	Manchester, NH	03101
*David Stahl, D.M.D.	1138 Elm Street	Manchester, NH	03102
St. Andre Health Care Facility		Biddeford, ME	04005
*St. Joseph's Hospital (2)	172 Kingsley Street	Nashua, NH	03060
*St. Laurent Construction Co. Inc.	154 Pine Street	Nashua, NH	03060
*St. Vincent de Paul Nursing Home	Providence Avenue	Berlin, NH	03570
State Motors	Daniel Webster Highway No.	Manchester, NH	03104
*State of New Hampshire (5)		Concord, NH	03301
*Steel Hill Inn	Upper Bay Road	Sanbornton, NH	03269
*Stone and Webster Engineering Corp.	245 Summer Street	Boston, MA	02107

*Stonehurst Manor (3)	Route 16	Conway, NH	03860
*Stop 'n' Save	Route 3	Northumberland, NH	05905
*Dr. Anthony M. Storace	5 Coliseum Avenue	Nashua, NH	03060
*Strafford Guidance Center	90 Washington Street	Dover, NH	03820
*Street Electric		Laconia, NH	03246
*Sullivan County Nursing Home (4)		Claremont, NH	03743
*Sullivan County Rehabilitation Center		West Claremont, NH	03743
Sullivan Tire	420 Second Street	Manchester, NH	03104
*Summa Four (4)	41 Terrill Park Drive	Concord, NH	03301
*Sunny Villa	Route 16	Ossipee, NH	03864
*Sunrise in Silver	Claremont Shopping Mall	Claremont, NH	03743
*Dr. Robert Swan	14 Bayview Street	Yarmouth, ME	04096
Sweetheart Plastic	Guildware Park	Wilmington, MA	01877
*Sylvania	41 Terrill Park Drive	Concord, NH	03301
*Sylvania	655 South Willow Street	Manchester, NH	03103
*Systems Integrators Inc.	West Main Street	Hillsboro, NH	03244
*Technical Resources Inc.	23 Pine Drive	Amherst, NH	03031
*Teredyne Connection Systems	44 Simon Street	Nashua, NH	03060
Taylor Nursing Home		Laconia, NH	03246
Tech Aid	2 Wellman Avenue	Nashua, NH	03060
Technical Information Service	Daniel Webster Highway	Merrimack, NH	03054
Technical Research & Manufacturing	Grenier Field	Manchester, NH	03102
Teledyne Electro-Mechanisms	29 Crown Street	Nashua, NH	03060
*Terrill House	15 Brook Street	Manchester, NH	03102
*Thibodeau's		Newport, VT	05855
*Thomas Hospital	Murphy Avenue	Fairhope, AL	36523
Thompson Electric Contr.		Plymouth, NH	03264
*Tibbets & Sons		Concord, NH	03301
*Tillotson Rubber Co.		Dixville, NH	03576
*Timberland		Newmarket, NH	03857
*Timeshare, Inc.	930 Jefferson Avenue	Norristown, PA	19403
Tire Value		Portsmouth, NH	03801
*Toy City	Fort Eddy Road	Concord, NH	03301
*Transformer Service Inc.		Montpelier, VT	05602
*TRT Products		Norwalk, CT	06856
*Union Mutual	2211 Congress Street	Portland, ME	04122
*Upper CT Valley Hospital (2)	Corlis Lane	Colebrook, NH	03576
United States Watervliet Arsenal		Watervliet, NY	12189
*157 USAF Clinic	Pease AFB	Portsmouth, NH	03801

*Valley Regional Hospital (3)	243 Elm Street	Claremont, NH	03743
*Valley Family Physicians	Arbor Way	Charlestown, NH	03603
*Veterans Administration	Smyth Road	Manchester, NH	03102
*Veterans Administration Hospital (4)		White River Jct., VT	05001
*Veterans Administration Medical Center	Smyth Road	Manchester, NH	03102
*VT Micro-Systems, Inc.		Winooski, VT	05404
*Vincent Alsfeld, C.P.A.	Highland Street	Wilton, NH	03086
*Volkswagon	134 Manchester Street	Concord, NH	03301
Webber Hospital		Biddeford, ME	04005
Waddell and Read Financial Services	161 Highland Avenue	Needham, MA	02194
*Wade Grant & Sons Builders	Pender Hill Road	Northwood, NH	03261
*Walier Chevrolet	37 Church Street	Keene, NH	03431
*Waters Associates		Milford, MA	01757
Watts Regulator	10 Embankment Street	Lawrence, MA	01841
*Wedgewood Physical Center		Montpelier, VT	05602
*Weeks Memorial Hospital (6)	Middle Street	Lancaster, NH	03584
*Weeks Public Library		Greenland, NH	03840
*Wendy's	South Willow Street	Manchester, NH	03101
*Wentworth-Douglass Hospital	Central Avenue	Dover, NH	03820
*Western Electric Co.		Plaistow, NH	03865
Western Electric		Watertown, MA	02172
*Western Insurance Co.		Minneapolis, MN	
*Western Maine Graphics		Norway, ME	04268
*Westville Homes		Plaistow, NH	03865
*Westwood Health Care Center	Main Street	Keene, NH	03431
*Westwynde Farm		Center Harbor, NH	03226
*Dr. Steven Wehrli	28 South Mast Road	Goffstown, NH	03045
*Wilbur's Hardware Store	204 Loudon Road	Concord, NH	03301
*Winnesquam School District		Franklin, NH	03235
*Wiseman's Printing		Newport, RI	02840
*Woodaman Electric		Laconia, NH	03246
Wood Shingles of N.E.		Manchester, NH	
*Woodstock Development Center		Woodstock, VT	05091
*Woodstock Health Referral Service		Woodstock, VT	05091
*Woodsville Cottage Hospital (2)		Woodsville, NH	03785
*Woodward Motors Inc.		Lincoln, NH	03251
*Woodward's Chrysler Plymouth (2)	Prescott Hill	Laconia, NH	03246
*Yankee Book Peddlar		Contoocook, NH	03224
Yield House	Elm Street	Merrimack, NH	03054
*Yokohama Restaruant	288 Main Street	Gorham, NH	03581
*Young Sales & Service	Route 101	Candia, NH	03034

*York County Communications
*York County Health Service
York Hospital

15 Hospital Drive

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Saco, ME 04072
York, Maine 03909

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